

MASTER THE ART OF DUPLICATION

Prior to finding Arbonne, my life was already very rewarding. I was married with three wonderful children and worked as a part-time secretary at the church where my husband, Tim, was and continues to be the senior pastor. I was also very involved in drama, music and children's ministries. I looked forward to getting out of bed each day and giving of myself to those around me.

Tim's job as a pastor, and my job as a secretary, provided a good income for our family. But, as our two older children approached their high school graduations, I had this nagging question in the pit of my stomach. Where was the money to send our children to college going to come from? And if I could find a job that would supply the income, would it allow me the time and freedom that I needed to continue being a mother and wife of a pastor? I had to trust that God would provide the answer.

In August of 2002, the answer came in the form of a skin care company. I discovered Arbonne in Indianapolis, Indiana, where I was attending a pastor's conference with my husband. NVP Linda Brenner was there with an Arbonne table in the exhibit area. I remember walking by that table all week. I did not stop to take a look until the last day of the conference. When I finally approached the table and gave Linda a chance to talk to me about the products and the company, I was hooked. The product that most impressed me that day was the Prolief Natural Balancing Cream. I had been using a balancing cream for a couple of years, but was frustrated with the packaging and the method of measurement. When Linda showed me an airtight, metered pump, I was ecstatic. Linda responded to my excitement by gifting me with that bottle of Prolief



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Natural Balancing Cream. That day, I signed up as an Arbonne Independent Consultant, purchased an RSVP kit, and scheduled Linda to come to Kinston, North Carolina, the following month to do an Arbonne Presentation at my church.

The Arbonne Presentation was a great success with 55 women in attendance. It created such interest in the products, and the company, that Linda had to return four weeks later to do a repeat Presentation for 72 more women. Three months later, in December 2002, I promoted to Area Manager. It was then that I started my journey to Regional Vice President. Little did I know that it would take me four years to reach my destination.

Susie with husband, Tim, and children, T.Bo, Lukas and Mary Catherine.



Susie with team members and the new Mercedes-Benz.

Susie with Elisabeth Hill and Winnie Hill.



success strategy:

Keep it simple.

I have learned so many wonderful things on my journey. One of the most important things I have learned is that I must always work on me more than my business. I believe that personal growth is the number-one key to building a successful Arbonne business. Another important key for me was learning the power of positive self-talk. If I say, "I cannot," then, I cannot. If I say, "I can," then, I can. It is amazing how that works!

The biggest challenge I have faced has been mastering the art of duplication. Duplication finally began to happen when I learned to keep it simple. Simplicity came when I stopped trying to create my own tools and use the ones that Arbonne had already developed. Thank you, Arbonne!

I would like to thank an awesome team. You are the reason I am celebrating.

To AMs Becky Stewart and Lisa Sutton: I am passing you the baton. Stay focused because the finish line is just ahead. I believe in you!

To an awesome group of DMs, including Julie Hunsinger, Gail Heath, Debbie Hardee, Kay George, Sharon Rice, Nancy Waggoner, Vicki Lewis, Aimee Rowe, Lisa Isenhour, Sheila Waters, Courtney Wilson, Amanda Bumb, Susan Headrick, Carole Heath, Lori Harrell, Sherry Wayne, Elizabeth Hill and Winnie Hill: Do not forget that if you say, "You can," then you can. I believe you can!

To all the new Arbonne Independent Consultants who have joined our team to build their own Arbonne businesses: Welcome! Our entire team is cheering you on.

I could not have an Arbonne business without all of our wonderful Clients: Thanks for loving the products.

To my sponsor, NVP Linda Brenner: Thanks for being at my pit stops. You have always been there with that cool drink of water when I needed it. Your belief in me was the fuel that kept me going.

Susie with Denise Lopez, NVP Linda Brenner, DM Julie Hunsinger and DM Gail Heath at NTC 2005 Las Vegas.



ABOVE:
Susie with AM Lisa Sutton, and DMs, Kay George, Lisa Isenhour, Nancy Waggoner, Lori Harrell, Becky Stewart, Carole Heath and Gail Heath.

LEFT:
DMs, Aimee Rowe, Vicki Lewis, Sharon Rice and Debbie Hardee.



Susie with crossline, AM Linda Paskiewicz at NTC 2005 Las Vegas.

To my crossline buddy, Linda Paskiewicz: I am so blessed to have you in my life. We truly are kindred spirits. Thank you, dear friend, for providing an ear to listen and a shoulder to lean on.

To my mother and daddy: Thanks for dreaming with me and letting me talk endlessly about Arbonne.

To the Arbonne Home Office staff and the Executive Team: Thank you for this gift. You are blessing thousands of lives with the Arbonne opportunity.

Finally, I would like to thank my wonderful husband, Tim, for his patience and belief in me. Tim, you wrote in a birthday card you gave me a few years ago that with God and Arbonne, all things are possible. I believe you are right! To our three children, T.Bo, Mary Catherine and Lukas: You are my *Why*. Our dreams are finally coming true. Keep believing!

To all of you who are just starting your Arbonne journey: You will make it if quitting is not an option. See you at the top!