

A close-up portrait of Carol Waugh, a woman with long, wavy blonde hair and blue eyes, smiling slightly. She is wearing a large, ornate, circular gold earring with intricate scrollwork. The background is a soft, out-of-focus blue.

eoä

EYE ON ARBONNE

EXECUTIVE NATIONAL VICE PRESIDENT

Carol Waugh

Arbonne Independent Consultant

ENVP Carol Waugh

Show Up for Big Success

Brentwood, Tennessee's Carol Waugh has one of Arbonne's greatest success stories. An Arbonne Consultant for two decades, Carol was our fifth National Vice President. But she admits that when she started her Arbonne business, Carol was facing financial trouble and just looking for discounts on Arbonne's products. Then, finally, she "showed up" for business — and reached the very top.

More than 20 years ago, when I teamed up with Arbonne, it wasn't to make a lot of money — but to keep my house! In fact, desperation rather than inspiration was more my mantra. Pressing debts like a big mortgage, alimony, child support, college tuition, credit cards, car payments and never enough money at the end of the month were big problems. The concept of not spending 110% of what I made had not registered with me yet. I came to realize that if I wanted financial stability, I would have to make better choices!

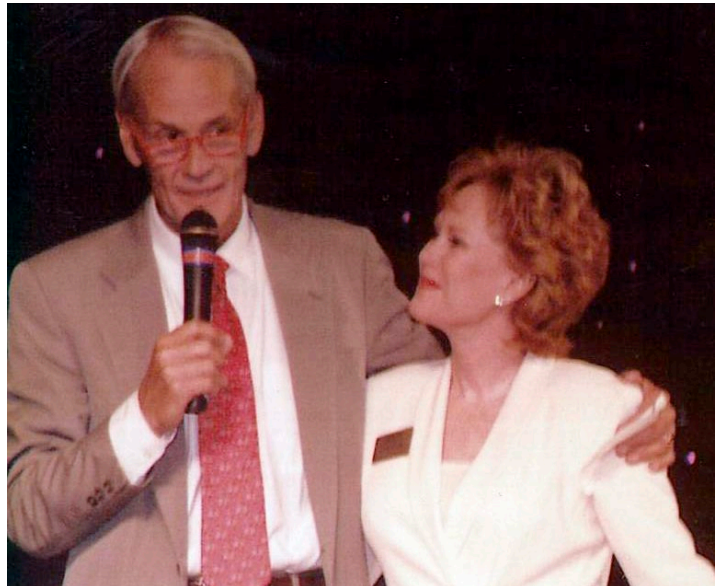
"I was Arbonne's fifth-ever NVP, and if I were looking for a network marketing opportunity today, I'd still choose Arbonne."

The more I talked with others about what they were looking to add to their lives, the more I came to realize that there were many others in my situation. What if we all had more self-respect, more pride, more desires realized, a more secure future, more financial peace, and more success? What if the gift of Arbonne could improve their personal economy?

So I began my Arbonne journey after three years as just a shopper for great products at a great price. I had a *Why* — financial stability for my family and for all of the families with whom I shared the Arbonne story of "More." You must know your *Why*! Why are you in business? What do you want out of it...exactly? And the answer should not just be "more money." Money is not the real motivator for most of us. What motivates us is what money can do for us. For you, maybe it's financial peace, time freedom, a sense of security in an ever changing world, a new home,



Carol, Chris Buchanan and Leslie Prow on a family vacation.



Carol and Founder Petter Morck.



Carol with her local successline NVPs and sponsor Euphazene Linder.



private school, college, wedding, caring for aging parents, contributions to God's plans, giving to charities, paying hospital bills... the choices are endless. But your *Why* will help you create the needed desire to be willing to do what it takes to become successful in your own Arbonne business. I call this "showing up BIG" in your business.

At first, I didn't realize the tremendous potential I had with my Arbonne business. My goal was to replace my executive-level salary, which I'd been earning for 10 years with a large and successful corporation. I didn't realize that there could be so much more, if I were willing to reinvent myself as an entrepreneur. I had to drop the employee mentality and take on the business-owner role.

"Talking about our business opportunity is simple. Find people's needs or wants — and fill them!"

Some come into our business while they have a "real job." The more they succeed with Arbonne, the more they realize they could run a successful business from home — or what I call my global home-headquarters. Some are stay-at-home moms seeking to contribute to the household economy. Today, everyone could use additional streams of income. I very rarely run into anyone who says they could not use extra income each month. By selling Arbonne products, and building a network of teams doing the same, you can earn extra money each month — or build it to career-level income! But you have to make the choice to show up for your own success!

I make the choice to share my story everywhere I go. Some see the vision and some do not. But it's my responsibility to share my story. It took former President Rita Davenport three years to convince me that Arbonne was a viable choice for a committed corporate employee. I am grateful that she was relentless in pursuing me. Remember, I was a Consultant in the closet for three years before I showed up for my own success.

Since becoming Arbonne's fifth National Vice President, I have seen our industry and company grow and mature. If I were looking for a network marketing company today, Arbonne would still be my choice.

Talking about our business opportunity is simple. Find people's needs or wants and fill them! More people go to bed at night worried about their finances than about their skin. Just ask them how you can help them have more choices in life.



Above: Donna Priesmeyer, Carol and Chris Buchanan.

Left: CEO Kay Napier with Pioneer ENVPs.

Thank you to my sponsor, ENVP Euphazene Linder. Where would I be today without the gift of Arbonne?

To my successline heroes... all Consultants, Managers, Regional Vice Presidents and National Vice Presidents in my success line. You have shown up big in our businesses. I am grateful to you and applaud you for all your efforts past, present and moving forward into our exciting future. Success line NVPs: Teresa Epps, Sharon Metzgar, Renee Cote, Cheryl Kemp, Nise Davies, Lisa Voorhies, Tina Angus, Danielle Solley, Stephanie Anderson, Jill Jones, Dr. Deanna Osborn, Jennifer Simon, Linda Loveless, Christy Dreiling, Valerie Edwards, Dana Korn, Doreen Crow, Kim Forkum, Lyn Walker, Jill Brown, Christie Feighan, Kelly & Gary Voorhies, Michael Anderson, Becky & Mark Potterbaum, Linda Hefner and many others.

Your vision, entrepreneurial spirit, passion and love for the game of Arbonne keeps me humble and proud of the people Arbonne attracts. Great appreciation to my sideline NVP pioneers and mentors — you know who you are. I am blessed to be running this race with each of you!

To our founder, Petter Morck: I am so proud that I found Arbonne and you! My memories of you are fantastic, from telling me "not to quit my day job" when I told you how great I would be (LOL), to you throwing your coat down on the ground in the rain at the airport for me to walk across so my shoes would not get muddy. You were unique in every way and your vision continues! Thank you for the life-changing trips to Paris, Rome, Florence, Venice, and about eight times to Hawaii and numerous cruises around the globe. You made a huge difference in my life, my family's lives and in the lives of so many others.



ENVPs Nise Davies, Cheryl Kemp, Carol and Teresa Epps.

Showing up and working with intention is Big for a Big business.

Special Recognition to our superior Executive Team: CEO Kay Napier, Managing Director Stian Mørck, Sr. VP of Product Development Dr. Peter Matravers, and Chief Sales Officer Heather Chastain. Watch out world — they have the vision and there is no stopping their laser-focused direction for Arbonne.

Thank you to all Independent Consultants and Clients who love Arbonne products and have entrusted their “skin” to Arbonne for a lifetime. To my fabulous children, Leslie Buchanan Prow and Christopher Buchanan, who have always been my biggest supporters. Special recognition to Juanita and Leonard Kindig, my parents, who instilled an amazing work ethic of persistence and perseverance. Their example is a big part of my success. God has blessed my family with this gift called Arbonne and his hand has led me to where I am today.



Sharon Metzgar and Carol.



Carol and ENVP Teresa Epps.



ENVPs Teresa Epps, Cheryl Kemp, Linda Loveless, Carol and Valerie Edwards.



Business partner Chris Buchanan and Carol.

The Arbonne Independent Consultant featured in this EOA has achieved the rank of National Vice President. The average number of active Arbonne Independent Consultants who achieved this rank and average compensation is described further in the Independent Consultant Compensation Summary (ICCS) available at arbonne.com > The Company > Corporate Information > 2011 Independent Consultant Compensation Summary.

The testimonial in this EOA is for illustrative purposes only and does not represent income projections. The results discussed in this EOA by the featured Arbonne Independent Consultant are not typical and should not be relied upon by prospective or current Arbonne Independent Consultants as an indication of what they should expect to earn. Actual results for each Arbonne Independent Consultant will vary depending upon individual effort, time, skills and resources.