



EYE ON ARBONNE EXECUTIVE NATIONAL VICE PRESIDENT

Recipe for Success



Kristen & Scott Walter

Arbonne Independent Consultant, Executive National Vice President Partnership
Profession: Stay-at-home Mom, Childcare Provider

Kristen Walter of Keller, Texas, was looking for the perfect opportunity to earn extra income while helping and inspiring others, and keeping her family as her first priority. Arbonne had everything she was looking for.

Before Arbonne, I was very blessed to be a stay-at-home mom to my wonderful children, Nick and Lexi. As my husband, Scott, successfully climbed the corporate ladder, we thought we had it all. All of that changed on the morning of November 21, 2006, when my husband, only 37 at the time, woke up having a massive heart attack.

Three and a half years later, I sit here on the beaches of Hawaii at my first NVP retreat, marveling at the opportunity Arbonne has provided my family and me. I will never forget the day shortly after Scott recovered, when I was cleaning the kitchen and he looked at me and said, "Honey, we need to think about you doing something." That "something" was me working. I smiled and replied, "I'm doing lots of 'somethings.'" I was room mom, softball coach, Boy Scout mom, carpool driver, and women's Bible study leader, to name a few.

After several months of ignoring his comment, I decided it was time to listen. I knew I wanted to set my own hours, continue to travel with my family and plan my life around my work, not my work around my life. Above all, I needed something that would utilize my gifts as a person who loves and serves others. My family and I prayed for the perfect opportunity.

Our prayers were answered while I was grocery shopping. ENVP Molly Geil was standing in line behind me and we immediately hit it off. We discovered that we were both new to the area and she and her family were living in our neighborhood. We also quickly bonded over the fact that we share the same faith and have a desire to help others.



Kristen with husband, Scott, Nick (18), and Lexi (16).



Kristen and her mother, AMQ Betty Anne Kreutziger, in Paris relaxing after a trip to Poland.

SUCCESS STRATEGY

“Do it before you need it.”

When I tried the Arbonne anti-aging samples she gave me, I felt an amazing difference right away. Other people began to notice too. I offered to host a wellness workshop for Molly and invite the few people I knew in our area. I certainly had no plans to do a business involving beauty, health and wellness products. I didn't have experience running a business, or any computer knowledge, except, of course, how to shop online. I learned that none of that mattered.

The question Molly asked that evening — “What would you do if the main income earner in your household couldn't work?” — echoed in Scott's thoughts. It was time for me to pay attention. When I learned what was possible with Arbonne — a generous compensation plan, travel opportunities, and the ability to make a difference in people's lives — I jumped in with both feet.

I got into massive activity and was extremely coachable. I was a sponge attached to Molly's hip and, I earned my Mercedes-Benz. Amazingly, our team was able to do this in Nevada, which at the time was the hardest-hit state in the recession. Instead of worrying about the statistics, our team focused on helping others earn money and look and feel their best.

I was passionate about the amazing products and opportunity. I heard the word “no” more times than I can remember, but I didn't let it stop me! The key to my success was that I filled up my calendar, at times doing three Presentations a week, and I carried my *Why* high, never letting anyone knock it down. It's all about personal activity and determination. I had a vision of what I wanted for myself and those around me, and that vision propelled me through all the setbacks. Do you have a vision and is it contagious? If so, you will go far in this business!

I build my business by getting to know people. I meet people every day and everywhere I go — on vacation, at the gym, in the carpool line or waiting at the doctor's office. It's always about them — can they use the products? Do they need the opportunity like I did? I work in my pajamas and enjoy long lunches with friends. At times, my office is the local coffee shop, my friend's couch, or a nice resort while vacationing. I love the choices this business offers my family and me. You don't just get to decide when you want to work, but you also get to decide where. We've moved from Nevada to Washington to Texas in the past four years. Each time, I have not known one person in the state. Social networking is my cup of tea. I have reconnected with many old friends around the world and help them live a healthier lifestyle, no matter where they live.

This business is all about making a decision, following through, and never quitting! I encourage my team to do something every day for their business — just a little something — and those little “somethings” will someday turn into something big. That big something for me happened in 2011. I made the decision to go for it and hit my dream of National Vice President. I knew my team was ready and it wasn't about me hitting that goal, it was about them stretching to reach their goals. I learned my goals weren't big enough for my team. I knew they were ready to promote and earn their own Mercedes-Benz.

Arbonne is not only a company made up of products, but also of people. You do not become a Nation on your own. This unbelievable accomplishment is the result of an amazing team of leaders all coming together to achieve their goals. Who do I thank first?

First and foremost, I want to thank God for leading me every step of the way on this amazing journey and always reminding me to press on toward the ultimate goal. Thank You for Your provision and favor, as none of this would be without You.

To my best friend and husband, Scott: You have been the love of my life for over two decades. Thank you for being my biggest fan. I am so grateful you nudged me to go for it and told me how God would use me to prepare me for His purpose by inspiring others. Thank you for being a wonderful example of a husband, a father and a man of integrity after God's own heart. The best is yet to come. I love you!



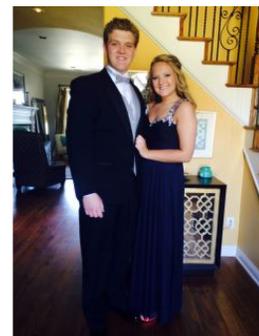
Kristen's Why, Nick and Lexi.



Kristen with RVP Evelyn Bennett.



Kristen with RVP Rose West at her Mercedes-Benz Car Presentation.



Kristen and Scott's children.

To my fun and amazing teenagers, Nick and Lexi: I wake up every morning thankful to spend each day with you. Lexi, you are so caring, so full of life and joy, and you have a gift of sharing that with everyone you meet. Nick, I am so proud to be your mom. I love how you have helped me in so many ways to become a better mother. Go serve and love others while following your dreams.

To my parents, Karl and Betty Anne: Thank you for being my first clients and always believing and investing your time into my family. Mom, you are like our mother hen. I love that you know almost everyone on my team by name. It means the world to me that you were there to watch me walk across the stage as a new RVP and NVP now nothing gives me greater joy then helping you build your own Arbonne business as we travel the world together sharing hope and love with people around the globe.

To my incredible upline, ENVP Molly Geil: How can I possibly express my thanks for your friendship, support, leadership and belief in me throughout my journey to Nation? You are truly a servant leader. You have taught me so much about myself. I can't wait for the future as we touch lives together. I love you!

To all my RVPs Lesli Brisson, Ruvy DeGuzman, Evelyn Bennett, Rose West, Pam Brown, Kristina Dobler you are all amazing leaders. Thank you for trusting me and coming along with me on this journey. I am so honored to do life with each one of you. This journey has been so much fun and you are all a big part of that. You inspire me with your determination, drive and the way you serve your teams. Soon you will all be NVPs!

To all our AMs: I am so excited to be on this journey with you. Your commitment to helping others inspires me every day. RVP is just around the corner with your consistent effort. Thank you for your commitment to our Nation.

To all my other District Managers and Consultants: You are the heartbeat of our team. You are so loved and appreciated and I am so honored to lead you. Just know that I pray for you and believe in each and every one of you.

My recipe starts with a dream. Add faith, and it becomes belief. Stir in action and it becomes part of life. Add a whole lot of perseverance and it becomes a goal in sight. Finally, add patience and time and it ends with a dream come true. How delicious!

The Arbonne Independent Consultants featured in this EOA has achieved the rank of Regional Vice President or 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 on Arbonne's website at iccs.arbonne.com.

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. Arbonne makes no guarantees regarding income.



Kristen with RVP Pam Brown.



Kristen's yoga mountain retreat with challenge earners.



Kristen's dear friend and sponsor, ENVP Molly Geil.



Kristen's Orange County, CA team at bootcamp training having a blast.