

DOING WHAT IT TAKES

I became involved with Arbonne 15 years ago with ERVP Colleen Hill and ENVP Sandra Tillinghast. However, I had to set this venture aside to assist my husband with his restaurant business. What was initially supposed to be two weeks, evolved into a move across the United States and two more children.

I believe everything, at every moment, is in divine and perfect order. Unless you are willing to take the first step, you never know whose life you will touch, or who will touch yours. Last July, I got a call from Colleen asking me to look at Arbonne again. I was already busy working with my husband on a real estate project, and a partner in a gift shop. I was also looking for a skin care line. And, my daughter and I were planning to open a wellness center and spa the following month. In addition to these projects, I am a parent to four children.

I took both the NutriMinC® RE® skin care line and the sponsoring packet home to try the product as part of my search for a skin care line set. After I tried the products, friends and family asked me about it. Then, I started sharing the products and opportunity with them.

When I returned home from visiting my dad, who had suffered severe strokes, some of my friends were amazed with the difference in my skin. The only thing I had done differently was use the NutriMinC® RE® skin care line. Since my daughter, Melanie, and I are both licensed estheticians, we had worked with many methods of skin treatments. Nothing gave us the results that the NutriMinC® RE® line did.

My Arbonne business took off quickly. I finished the DM qualifications within my first three weeks, and within two months I completed qualification for AM. My business went full speed ahead.



kimberly joyce

Independent Consultant, Regional Vice President
Kimberly Joyce Region; Beaufort, NC

Suddenly, I found myself stuck. For about four months, I went through a time of self-contemplation. I came up with all the reasons and excuses why I was not moving ahead with my business, but the truth was, I had exhausted my *Why*. I struggled with the many demands in my life and whether I should open the spa, or focus on my Arbonne business.

During this time, my children, Nathaniel and Kassidy, asked me why we did not have the Mercedes-Benz yet. While contemplating my options, I asked myself why I was not giving myself the potential for financial freedom, and gifts, this business could offer my family and me. I evaluated what was important to me and where I wanted to see myself in the next five, 10 or 15 years. I knew that I did not want to set this aside again and wish I had done it differently.

continued ...

The Joyce family: Nathaniel, Zane, David, Melanie, Kimberly and Kassidy.



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RIGHT
Loranie McLure,
DM Kim Estep,
DM Debbie McGrady,
EDM Pam Bourbon,
ERVP Colleen Hill,
EDM Martha Dowly,
Donna Rutherford and
Kimberly.

success strategy:

“ Have the courage to take the first step; the next step is always revealed. ”

As I searched for clarity, I became aware of my reasons for doing this business. I can only instruct others about being independent, having the potential to reach financial freedom, loving yourself and others, and the integrity of your words by incorporating these concepts into my own life. I had to change my focus and get out of my own way. In order for me to get the results I wanted, I had to refocus my intentions on what was working and not on what was not working. In 15 years, I will not wonder if this could have been for me, because I am doing what it takes in the present moment to make it my reality.

Where will you be in five, 10 or 15 years if you continue to stay on your present course? If you have the life you have always dreamed of, then keep doing what you are doing. If not, choose again. I did. Have the courage to take the first step; the next step is always revealed. Just ask, listen with an open heart and then act with integrity, responsibility and clear intentions.

Thanks to all of my Hosts, family and friends, who allowed me to share Arbonne with them. Without you, there is no business.

To ENVP Sandra Tillinghast and her husband, Ted: Thank you for lighting the trail for all of us, and seeing me here, even before I saw myself here. Your light is so bright. To ERVP Colleen Hill: We have always gone on the most amazing journeys together. Thanks for inviting me on this one. I love you.

Love and blessings to everyone who makes up the business builders of the Kimberly Joyce Region. I am honored to be in the same team with you.

To my sister, Donna Suzanne Rutherford: Thanks for your unconditional love and support.



DM Catherine Wells, EDM Martha Dowty, AM Elaine Crittenton, Charlotte George, Teresa, Polly Conrad, Nathaniel Joyce, Cassidy Joyce, Kimberly, DM David Joyce, Donna Rutherford, DM Lee Penwell, Katie Arbor, Carrie Young, Julia Elliot, Jennie Brown, DM Jennie Busteded and AM Teri Ussey.

To EDM Martha Dowty: You are a sweet blessing to this planet and me! To EDM Jill Luzadder: You are an inspiration and I am grateful to know you. To DM Lee Penwell: I am so lucky. Thank you, my friend. To DM Jennie Busteded: If I can do it, you can do it.

To AM Teri Ussey: Your commitment became part of my *Why*. To AM Elaine Crittenton: Your strength is amazing.

To the new and up-and-coming DMs and AMs: I am grateful to have attracted such incredible people into my life.

To my husband and newest DM, David Joyce: Thanks for being willing to get out in the field blindfolded and trusting me to lead us in the next step. Your courage, strength and willingness amazes me. I love you!

Thanks to my ultimate *Why*, my children: Melanie, my sunshine; thanks for always believing in me and cheering me on when I needed it most. I love you beyond words! Zane, thanks for bringing our first grandbaby into our lives to remind us how sweet life is and to cherish it. To my youngest two, Nathaniel and Cassidy: Thank you for loving me beyond the here and now, and teaching me so much. Thank you for saying that you would do whatever I needed and supporting me. The two of you earned this Mercedes-Benz! I love you "infinity squared times two."

Love and blessings to all of the angels in my life who have guided me to a higher source, and taught me that I can create my reality by focusing my intentions and becoming present. It is in the present moment all of our dreams can come true.



ERVP Colleen Hill and Kimberly.

ENVP Sandra Tillinghast, Kimberly and Ted Tillinghast at NTC 2005 Las Vegas.



EDM Martha Dowty, EDM Jill Luzadder, Donna Rutherford, Adrian Boe and Kimberly.

