

## CATCH THE VISION

My story begins with a desire, hope and an invitation. For the past 30 years I have been a wife, mother, daughter and friend to the most wonderful people in New Orleans, Louisiana. I have been blessed to be a stay-at-home mom; and I have my husband, John, to thank for his hard work, which allowed me to enjoy this luxury. When our three sons left the "nest" I wondered what I would do to fill up my time and empty house.

In the fall of 2003, I voiced a little prayer asking for direction with the next chapter in my life. My desire was to do something worthwhile and have fun doing it, along with potentially earning a little extra money for myself. This, of course, would have to take place in my home, where my heart is, and on my own time. I wondered if such a thing existed.

In December of that year, my good friend, Debbie Franzella, invited me to an Arbonne Presentation in her home. I did not realize it then, but this business was going to be my answer. I was not paying attention to the Presentation ENVP Teresa Epps was giving; instead, my eyes were focused on Debbie's rug when Teresa asked me to read something. There was silence. I was busted! "Sorry," I apologized. "I was just wondering if that rug would look good in my den." I am sure Teresa was horrified! After that I perked up and listened and I am glad I did. I heard words like "botanically-based, pure, safe, beneficial and anti-aging." The information sounded good to me and at my age, I thought I should be paying attention.

For three months, I used Arbonne products and loved them. During this time, I started thinking about the business a lot. At night, I could not get it out of my mind. I remembered Teresa's Presentation and how simple it was. I thought, "I could do that!" I caught my vision



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when Debbie and I went to NTC 2003 Dallas. I began to believe and dream. I realized this was a golden opportunity and I should not pass it up. I cannot believe a year later, I am writing my *Eye on Arbonne* story.

I do not think I would be here today if I had not listened to Teresa. I did what she taught me and did not try to reinvent the wheel. I learned that trainings, meetings and conference calls are very important and keep you connected to the team. Activity keeps you connected to your paycheck. I learned to do the activity and not attach myself to the outcome. That has been my constant theme for success. Above all, I refused to quit before payday. It is true, quitters

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AM Sheree Leto, Kathleen and AM Linda DeFelice.



ENVP Teresa Epps with Kathleen.

ENVP Teresa Epps, Donna Jean Lowry, Deborah Welborn, Kathleen and AM Linda DeFelice at NTC 2005 Las Vegas '80s Manager's celebration.



## success strategy:

“ Do not quit and you will have the potential for rewards beyond your wildest dreams. ”

never win, and winners never quit. Teresa told me if I worked hard right now, I would soon have the potential for residual rewards!

Let me ask you, if you found something that worked, would you stop using it? That is what we say about the NutriMinC® RE™ skin care line, and the principle is the same for the business. Arbonne works, so do not quit and you will have the potential for rewards beyond your wildest dreams. This is not a story of one person's triumph, rather it is a story of a team working together to do their part to help each other achieve their goals and dreams.

I am so proud of my dear friend, AM Linda DeFelice: I chose you, Linda, and want to thank you for believing in me, and ultimately, in Arbonne. My sister, AM Sheree Leto, has been such an inspiration to my team. When she decided to do Arbonne with us, she quit her job and did first step Area in one month. It is awesome to have you both, as a friend and sister, validate me and this incredible company.

One of the things I love about Arbonne is that it has given me a reason to get back in touch with old friends like DM Cheryl Duke, who left New Orleans for Atlanta. I am so happy she joined me in this business adventure. She is definitely not afraid of rejection! My new friend, DM Rosemary Hall, has the stick-to-it-ness it takes to be successful in her business. My longtime friend, DM Jeannie Odenwald, believed in me and Arbonne enough to put herself out on a limb during a very difficult time in her life, and start a new business. That is the ultimate compliment.

My friends, Jan Somoza and Angele Seeling, and my daughter-in-law, Ashley Bono, were there with me from the beginning. Thank you for helping me on my journey. You helped me build my business from the foundation up, and I could not have grown to this point without you.



Kathleen with sister, Peggy Whitener, father, Mark Oncale and AM Sheree Leto.

Kathleen with family: Son, Danny; husband, John; son, Mark; daughter-in-law, Courtney; daughter-in-law, Ashley and son, Michael.



ERVP Brenda Vogel and ENVP Teresa Epps have supported, coached, trained and been my friends from the beginning of my business-building year. They have both traveled to help me build my business and given so much of their time. I am forever grateful for their support.

To all of the DMs on the team: I thank you for believing in yourself, Arbonne and network marketing. It is truly the way to have the potential for financial freedom and owning your own life. To every Consultant and Client: Your support has contributed to my success and I am truly grateful.

To my family and friends: I love you all and thank you for believing in me. Most of all, I am so very blessed to have my husband, Johnny's support. As always, you are right there beside me. I cannot imagine doing anything else.

BACK, L-R: DM Nan Davis, Kathleen, ENVP Teresa Epps, Amy Butler, AM Linda DeFelice and DM Rosemary Hall.  
FRONT, L-R: DM Rhonda Caviness and AM Sheree Leto.



Kathleen with AM Linda DeFelice, DM Desiree Breaux, DM Rosemary Hall, DM Dawn Veech, DM Jeannie Odenwald, DM Rhonda Caviness, DM Judy Gajan, DM Jane Gibbs, AM Sheree Leto, DM Cheryl Duke, DM Kourtney Caminita, DM Nan Davis and ERVP Brenda Vogel.



REGIONAL VICE PRESIDENT

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