

TRIUMPH IN THE FACE OF TRAGEDY



NEW RVP **doreen crow**

Independent Consultant, Regional Vice Presidents
Doreen Crow Region; Corpus Christi & Austin, TX

As a successful international fashion agency owner, I had been searching for skin care products free of harmful ingredients to offer my models. Some of them were taking prescription medication for their skin, and I noticed the disturbing side-effects. It was not worth the promise that these prescription treatments boasted. There had to be a better way to achieve clear skin. Educating my models on proper health and nutrition was a priority with me, so when I was introduced to the Arbonne line of products, I knew I had found a perfect match for everything I believed in. I was extremely impressed by the quality of the products and the integrity of the company. Though I was still skeptical about the industry of network marketing, if a solid company like Arbonne endorsed this industry, how could it be anything other than smart business?

On January 1998, a fellow fashion agency owner, and now Arbonne NVP Nisé Davies, convinced me to attend an Arbonne AIM (Arbonne Institute of Management) meeting. All I can say is that I am forever indebted to her for opening my eyes to the world of Arbonne because it has changed my life in so many wonderful ways. From that very first meeting, I can remember feeling inspired, intrigued and impressed by the whole experience. Not only were the products amazing and the company reliable, I had discovered the kind of people I wanted to work with. I will especially never forget the kindness of Joyce Owens.

My appreciation for the products and respect for the process of building a Arbonne business made me successful from the very beginning. I quickly became a DM, then an AM. It was a true honor to be named an Area of Distinction, a Sponsoring



Area of Distinction, a Sponsoring



Star, and #1 in the Parade of Champions at NTC. I could not have asked for more from any company. At the time, I was content with where I was and quite comfortable just being an Area Manager. It is not that I did not value the Mercedes-Benz or the other great benefits that Arbonne made available to their VPs. And while I appreciated the abundance of generous rewards and incentives Arbonne bestowed on their Consultants, I was happy mostly because Arbonne had given me a genuine gift by allowing me to do what I loved the most: Make a difference in people's lives by offering them real hope to better themselves.

In the fall of 2001 my world was turned upside down. I was making frequent trips to the East Coast to visit family, friends and business associates. I happened to be in New York in the month of September on one of those visits, when everything went wrong. I remember so vividly it being a beautiful, clear day. So bright blue was the sky that only a painter could have adequately captured it with his brush. I felt so lucky to be in the hub of an amazing city filled with energy and bustling with life. But it was September 11th and without warning my elation would turn into heart-wrenching sorrow. An unimaginable, unthinkable horror struck and soon the blue sky was blotted out by the dark smoke and ash of the most heinous act of terrorism in our history. I will never forget the sights, sounds, or sadness that I felt that day or in the days to follow.

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(top left) Doreen with her sons Dain and Devin. (bottom left) Doreen with husband Don. (bottom right) Doreen and her team celebrating becoming a Region; February 4, 2003.

SUCCESS STRATEGY:

“The measure of your success is determined by how you respond to the crises in your life—whether you advance or retreat reveals the person you will become.”

The following months went from bad to worse as I lost my mother-in-law, father-in-law, and my sweet Duchess — only the second dog I ever owned. While I was able to function physically, my actions were mechanical because I was completely numb inside. I had always been a dreamer, but after the nightmare of September 11th, I did not know if I would ever dream again.

On May 24, 2002 I was blessed to spend time with our President Rita Davenport. Ironically, it was also the day that my sister, Holly Lemieux made Area Manager. My time with Rita was the positive experience that I so desperately needed. She helped me remember my *Why* and made me recognize the gift of friendship and hope that I had with my Arbonne team members. Their support and love had lifted me up when I could hardly make it through the days. They were the angels I had prayed for. I realized that I had to stop thinking only of me. My team needed me

as much as I needed them. I had to turn “me” into “we” again.

I have come to understand that the crises in our lives are really opportunities to advance or retreat. Only through crises can we rise above adversity and find out what we are truly made of. We discover firsthand that most transitions from crises are either due to inspiration or desperation. I owe so much to my team for the support they gave in helping me transition from my tragic experience in New York to a new outlook on life and all it has to offer. How could I ever repay them for helping me to dream again? The answer was clear and simple. I wanted to be the one to show them the way that Arbonne can be their vehicle to the most richly rewarding lifestyle they could possibly imagine — the kind of life we all deserve.

On my birthday, October 7, 2002, I made a pledge to do everything in my power to make our team a Region. I wanted us to be the first Region to promote out in 2003. I kept my word.



(top left) Doreen with her mom and husband, Don.
 (top right) DM Patrice Worsham, Arbonne Founder Petter Mørck, DM Katie Davidson and Doreen.
 (bottom left) Doreen with District Manager Jill Strong and Jill's family at Donna Johnson's Wisconsin Weekend, August 2002.
 (bottom right) Doreen's family.



I am grateful to have a wonderful team of angels behind me. I am so proud of each of you! The Mercedes-Benz is symbolic of everything that is waiting for each of you. My love and heartfelt appreciation go out to my sister AM Holly Lemieux, soon-to-be AM Betsy Pullen, my sister DM Eileen Ganssle and the rest of my beautiful DMs: Tracy Atchison, Katie Davidson, Charlene Hooten, Ann Slattery, Jill Strong, Lisa Trull, Linda Westmacott, Patrice Worsham, Jacqueline Ungerleider. The same heartfelt thanks extends to my DMs in qualification: Sandy Blanchard, Sharon Chopelas and Sue Hickman. Many thanks and much love to the rest of my team. Each of you has a Manager's position in your future!

A special thanks goes out to my mom who made me the person I am today. To my loving husband, Don: Thank you for letting me be “me.” To my wonderful sons, Dain and Devin, my daughter-in-law Molly and future daughter-in-law, Kim: Thank you all for your patience, love and understanding these last 16 months. To dad and Vi: You are the “products of my product.” To Nisé Davies and Teresa Epps: You'll never know how much your love, guidance and encouragement have meant to me; and thank you for the trips you made to Texas to get us going forward. To Tina Prow and Linda Brenner: My thanks for coming to Corpus to train us. To Petter: How could we ever have done this without your vision and generosity? To Stian: Thank you for all that you do to support us all. To Candace: Thank you for your knowledge and loving spirit. To everyone at the Home Office: Many thanks from all of us; know that we appreciate everything you do!

(top left) Texas District Managers: Front L-R: Sharon Chopelas, Linda Westmacott and Ann Slattery; Back L-R: Sandy Blanchard, Patrice Worsham, Katie Davidson, Lisa Trull and Doreen.
 (top right) AM and Doreen's sister, Holly Lemieux with Arbonne President, Rita Davenport and Doreen at the January 2003 Area Manager celebration.
 (bottom right) Celebrating the spirit of America with some of Doreen's team in Dallas, July 2002.
 (bottom left) The 2002 Area Manager celebration at Rita's home in January 2003. L-R: NVP Nise Davies, Doreen and ENVP Teresa Epps.

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