

THIS IS THE LIFE

As the owner of an internationally-recognized Model Agency and Model Development Center for 20 years, I was introduced to Arbonne eight years ago. Like so many others, I did not try the sample right away, but when I did my life changed forever....

Eight years ago Arbonne ERVP Debra Fox, my eventual sponsor, approached me about the great benefits associated with an Arbonne business. She said the skin care line would be perfect for our models, not only to use, but to promote. Quite honestly, sometimes an established business owner only hears "more responsibility!" at the mention of adding another venture to their already hectic schedule. The thought of that did not appeal to me. Thankfully Debra approached me with the product first before talking about the perks. At that time, the only thing I remembered from our conversation was the word "trips." Vacations are sometimes things left to dream about for busy entrepreneurs; so that word caught my attention instantly. I began to imagine myself a professional trip-winning contestant ... but first I had to believe in what I would be promoting. That is when I tried my Arbonne Normal-Dry Basic Skin Care sample pack. After just a single use, my face felt wonderful; people were noticing the difference in my skin. My mind started swirling and all I could think about was how much all my friends and associates would benefit from this line. This is when you know you are hooked for life.

It wasn't long before I was introducing Arbonne to my friends and colleagues. One of the women I sponsored who became

NEW ERVP



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my Arbonne buddy was new NVP Linda Loveless. We went to everything together, including the annual conferences and the Nashville trainings. These trainings were the key ingredient in our teams' success. They kept us focused, motivated, but most importantly, they introduced us to the amazing company that we have been fortunate enough to see blossom into what it is today. With all the positives surrounding Arbonne, the one thing that makes Arbonne so magical is the people associated with the company. I have made friends from all over the country. To meet and develop lifelong friendships with incredible people from all walks of life has been a gratifying experience. On top of that, I have gotten to travel and vacation with my extended Arbonne family. From

continued ...

Favorite traveling companion on an Arbonne trip to Hawaii — her mother.



Fun at Long Beach for Training on the Beach: NVP Linda Loveless, Kimberly and ERVP Debra Fox.



Kimberly at Hoffman International Model Agency, which represents over 200 models and actors.



success strategy:

“ Never shut the door on an opportunity, it just may open up and lead you to a whole new life. ”



L-R: Upline ENVP, Nisé Davies, President Rita Davenport and Kimberly.

the very beginning, the idea of free travel was my hot button. There has not been a trip that I have missed because they are so exciting and fun. They give you time to dream and relax. Imagine creating your memories of a lifetime at such exotic locales as Hawaii, the Bahamas, Mexico and on a Caribbean cruise. That is one of the tremendous features of working an Arbonne business. Arbonne blends work and play seamlessly.

After being an Area Manager for over seven years, I suddenly made the leap to Regional Vice President. How did it happen? One day after a conversation with Rita Davenport in the lobby of the Atlantis Resort in the Bahamas, I began some serious soul searching. I realized that I had not given myself permission to become an RVP. I was afraid I would be forced to sell my Agency, which was still my “baby” after all these years. The same theme which had plagued me at the start of my Arbonne career was still a factor ... having to deal with the “added responsibility” of RVP success. Once I realized that this was the reason I was holding back, I began to understand how silly it was. I am a woman used to multi-tasking and decided to give myself a new focus and a new vision. Thank you, Rita! I also owe a debt of gratitude to the group who sat around brainstorming in the Atlantis lobby for an impromptu meeting that turned into a stellar training filled with unbridled wisdom!

You just never know *where* your life altering moment will be or *when* it will be ... but it will be! Sometimes we just need to take the time to fill our “pitchers” with daily, positive affirmations. Other times it may take an outside perspective

to give us a better view of our own inner motivation. Whatever the reason, just be thankful that it does happen!

My sincere gratitude and appreciation goes out to my incredible team of leaders — NVP Linda Loveless, ERVP Christy Dreiling, RVP Valerie Edwards, AM Ben Stephenson, DM Allison Cooke, DM Shawnee Tefteller, DM Letizia Buckley, DM Suzanne Wandling, DM Myra Michaels and DM Melissa Stevens. To all of my Consultants and wholesale buyers, thank you for your support and love. I wish all of you the success of your dreams. To my upline sponsor and friend, ERVP Debra Fox, thank you for inspiring me to take a look at this opportunity. ENVP Nisé Davies and ENVP Teresa Epps, thank you for being there through the eight years I have been in Arbonne. I will always remember how God brought you all into my life.

To the best President we could hope for in Arbonne, Rita Davenport, thank you for your wonderfully gifted talents and abilities. To Petter, thank you for being the captain of our ship and for all you have done to navigate our path to a brighter future. To the Arbonne Home Office staff, thank you for all you do for us daily.

And, last but not least, a special thank you goes out to my supportive boyfriend Michael, and loving parents and brother, Marvin. You have always encouraged me and reminded me of my special God-given gifts. I love you.

ERVP Kimberly Hoffman



Sponsor and ERVP Debra Fox, Kimberly and NVP Linda Loveless.



AM Ben Stephenson and his wife Linda.



Kimberly and DM Allison Cooke.

