

IT IS WORTH THE EFFORT

What an amazing journey this has been! One morning in June 2005, my sponsor, Casey O'Rourke brought a bag of Arbonne products to my house on her way to the gym. As a mom of 2-and-a-half-year-old twins, I did not take much time for myself. I looked at that bag of products and thought, "No way do I have time for all of that stuff!" Well, after trying the products and using them for two days, I wanted to keep them. When Casey suggested I do the business, my first thought was, "In my extra five minutes of spare time?" My life was so busy with my twins that I felt I could not add one more thing to my list. However, my husband was about to deploy and I thought something else to think about, besides the laundry, kids and missing him, could be good for me. Little did I know that decision would end up changing our lives, and the lives of many others I had not even met yet.

I decided to go for it in the two months before my husband's deployment. I finished District, but found myself dead in the water after my warm market fizzled. It was now November, and my friend, ERVP Marissa Prigg, told me of a training I should go to. I was barely hanging on to DM status, so my mom watched the kids and I went by myself. That weekend changed my life. I met so many successful people from all different backgrounds. I began to believe that I too, could become an RVP, and even an NVP. I left that training hopeful for my future and filled with such belief in this opportunity. That training marked the real beginning of my journey with Arbonne.

The difference between the wishers and the winners is knowing and doing. We must do the activity in order to succeed. I love ENVP Kristin VanderVeen's motto: Work hard, pray hard and trust God.



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My feeling of gratitude and sense of accomplishment is something I wish for everyone to feel. Work on yourself, follow the system and visualize your future.

My *Why* is bigger than my fear or excuses. I focus on the activity and not on the outcome. I write down my goals and post them where I can see them every day. I occasionally sacrificed time with my family and went to every training I could, believing it would soon pay off. Trainings are critical, even if you think you know enough. I pick up the phone to connect with people to share these incredible products and opportunity, even when I am nervous or afraid. I listen to training calls, read and listen to personal growth trainings

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MaryJane with her husband, best friend and *Why*, Jon-Paul Archer.



MaryJane's other *Why*: Beautiful blessings, Griffin and Isabella.



The Archer family.

success strategy:

“ Believe in yourself and focus on helping others. ”

about leadership, network marketing and how to have positive self-talk. I read as many *Eye on Arbonne* stories as I can, especially the NVP stories. I used to toss those aside because I thought my becoming an NVP was just shy of ludicrous! I would go right to the RVP stories because I thought that was a big enough stretch as it was. Now, I read the NVPs first! Those have instilled my belief in this incredible opportunity, this awesome gift of Arbonne. I am committed to my team's goals and therefore am reaching mine.

Always support each other and use your team as a recruiting tool. This business can be so difficult emotionally, but if you can persevere, you will reap the rewards of your efforts. I gave up television and began using that time to read, listen and learn, just as the NVPs instructed me to do. If you treat Arbonne like a business, it will have the potential to pay you like one. I also heard this saying: Your Arbonne business is like sleep. You cannot just do it on the weekend and have it be enough for the week. Consistent activity is key. Work part time, not sometimes.

Most importantly, believe in yourself! I often wondered if I really had it in me to do this. Could I really do this and do it big? Then I would push any doubt out of my mind and instead think, "I can do this. I will do this." Change your thinking and you will change your life.

Do not give up on yourself because you are worth it! The hopes and dreams we have for our lives are worth this effort. Arbonne can be a vehicle to make dreams reality. Most people are too busy trading time for money, distracted by the demands of life, and are not planning how to live. Now Arbonne is the gift of choices for our life.

I thank God for giving me this incredible gift, and the strength to believe in myself.

To my incredible husband and best friend: You and our future together is my *Why* and I am so blessed to have your love and support. Thank you for believing in me and for helping with the house and kids when I was out building this business for us. Love you!

To my beautiful twins, Isabella and Griffin: I am the luckiest mommy in the world to have you! You are still my number-one and most important job.

L-R: MaryJane's mom, EDM Kathleen Calkins; MaryJane; EDM Meegan Grant; EAM Tara Guentz and Jennifer Cooke at a training in Palm Springs, 2006.



MaryJane picking up her new Mercedes-Benz with EDM Beth Prajzner and EAM Lisa Vontsolos.

To my amazing mother, EDM Kathleen Calkins: Thank you for supporting and doing this business with me. You are a giving, caring, hardworking woman and your success with Arbonne is inevitable.

To my first Aces, EAM Tara Guentz and EAM Lisa Vontsolos: I cherish our friendships and love "working" together! I cannot wait until your Mercedes-Benz car presentations.

To ENVPs, Jodi Whittemore, Holly Warnol and Sandra Tillinghast: Your incredible leadership has forever changed me. Thank you from the bottom of my heart.

To my upline and crossline: Thanks for all of you support!

To my fabulous team: Thank you so much for all your hard work, commitment and inspiration. I am so proud of you. Keep striving for your goals no matter how unattainable they may seem sometimes, and you will get there.



ABOVE:

MaryJane with members of her team. L-R: EDM Beth Prajzner, DM Monique Benjamin, EAM Lisa Vontsolos, AM Shannon Blas, MaryJane, Jacqui Keegan, Candice Mellor, DM Wendy Schnabel and EDM Deborah Mannion.

LEFT:

MaryJane with longtime college friend and first Ace, EAM Tara Guentz.

