

## I THINK I CAN DO IT

One of my all-time favorite stories is about the little engine that could. Now that I am an RVP, I see all the parallels between that little train and the building of my Arbonne business. Just like the train, my journey with Arbonne has been one of perseverance and determination.

The little engine was able to pull the big train up the hill because he would not give up. Through brave effort, he had conquered the challenge handed to him. On the downgrade, the little engine had the satisfaction of completing a difficult task and happily said he knew he could do it. That is pretty much how I felt after conquering the challenges of my business, and then celebrating by breezing down the road in my beautiful, convertible Mercedes-Benz five months later.

To face difficult situations that draw you out of your comfort zone and say, "I cannot," is sure to mean that you will not, and, of course, the outcome is nothing ventured, nothing gained. To refuse to be daunted by even the most demanding challenges and respond, "I think I can," is sure to mean that you will.

As President Rita Davenport likes to say, "If you think you can or you cannot, you are absolutely right." I truly believe that if you think you can build an Arbonne business, you will. I am living proof of that!

I really struggled with my complexion and was surprised when Arbonne skin care products did not. Nothing I had ever used before made my skin feel and look this good — I was sold on the product. Then Janice had me talk to a mutual friend of ours, Hilary Cochran. For over an hour she told me how she had just signed up two months ago and was going to



### janelle ashley

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be receiving a Mercedes-Benz through participating in the Mercedes-Benz Cash Bonus Program in the next several weeks.

I tried to convince Hilary that while this all sounded good, I did not think it would work for me. Whatever objection I gave her, she overcame it with common sense. Finally she asked, "What have you got to lose?" That really struck me. I did not have anything to lose and I had a whole lot to gain. I decided to give it my all and see what happened. When I got home and told Joe about it, he was so supportive and said, "Well,

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Janelle with daughters, Annie and Chloe and mother, Myana, in the Virgin Islands.



Janelle taking Lily for a ride.



Janelle on the ASAP cruise with Jennifer Townsley, Susan Groves, Elizabeth Constantinescu, Heidi Tortorici, Donna Johnson, Cathy Epperson, Ed and Marian Bell, and Janelle's mother, Myana.



## success strategy:

“Make your decision based upon the fact that you have everything to gain and nothing to lose.”

anything worth having is worth working for, so get to work.” That was just what I needed to hear.

Arbonne is fun work. I have the potential to get paid to talk to people about products I love. I get to travel, go to parties and meet great people. I am so used to working hard for ministry that I would be willing to do this, even if I was not getting paid. It has not all been easy, but the disappointments and discouragements far outweigh the blessings.

Thank You to God for loving me no matter what.

To my precious daughters, Chloe and Annie, thank you for being such great girls. Chloe, I cannot wait for you to turn 18, so you can be my little business builder. Annie, thank you for helping me with my computer and for being aware of what my Webstats are.

To my sweet mother Myana Ashley (Mimi): Thank you for signing up the day that I did to become my very first business builder. You divide the sorrows and multiply the joys. Thank you for all the meals cooked and loads of laundry done when my days got really busy.

Thank you to my entire upline. Thank you to Angela, Joy and Heather for helping me get started. To Hilary Corcoran and Ed and Mariam Bell: You all are great. Thank you to my great crossline, who let my long distance team members come to your Presentations and treat them like they were your own. Arbonne truly is a family. To my wonderful, amazing Successline. This truly is a team sport. Thank you is not a strong enough word for the gratitude that I feel for all you have done to make my success possible. You all are right behind me. I cannot wait to help with all of your car presentations.

To my Area Managers, Jacquelyn Sisco, Marianne Hamilton, Beth Stuart and Kathryn Olson. What a blast it is to build a business with your closest friends!

Janelle took 25 managers on her team to Glen Helen Hot Springs. Here are some of the brave ones getting mud baths: Hannah Olson, Janelle, Mary Banadamin, Jacquelyn Sisco, Sandi Summers, Marianne Hamilton, Gina Ramos, Kathryn Olson and Glenda Hoffman.



Some Managers around Janelle's new Mercedes-Benz. **IN CAR:** Myana Ashley, Sandi Summers and Jacquelyn Sisco. **BACK:** Kathryn Olson, Marianne Hamilton, Hannah Olson, Glenda Hoffman, Uma Mamdani, Beth Stuart, Jannell, Gina Ramos, Yvonne Sinnene, Mary Banadamin and Patricia Moore.

To my District Managers, Myana Ashley, Uma Mamdani, Julie Henning, Lisa Carlson, Lori McKibbin, Darren Rystrom, Patricia Moore, Gina Ramos, Segel Saieva, Amy Brassfield, Glenda Hoffman, Hannah Olson, Jo Ann Trout, Yvonne Sinnen, Sandi Summers, Mary Bonadiman, Joshua Sisco, Britt Kennedy, Robert and Yvonne Kennedy, Vicky Williams, Jemimah Gonzales and Nancy O'Neill, Lala Coyle, Kimberly Garbarino, Joan Smith, and Carolyn Blevins: I am so glad that we are on this journey together.

To all of the great Consultants: You are a part of an amazing company that is going straight to the top, and you just need to hitch your wagon and enjoy the ride.

To all the staff at Arbonne who make working with this company so amazing: Thank you.

To our wonderful President Rita Davenport: Your joy, encouragement and passion for this company are contagious. There is no one else in the world quite like you. You make me proud to be a part of Arbonne.

ERVP Hilary Cochoran, NVP Ed Bell, ENVP Mariam Bell and Janelle at her Mercedes-Benz presentation.

