

FREEDOM TO CHOOSE

I feel blessed to have been given this opportunity to grow in ways I did not even know I needed to grow. Above all else, I have learned how much anxiety is created in my life when it is all about me. Alternately, I have discovered how freeing and uplifting life becomes when it is about other people. I realize this has always been true, whether in my relationship with my husband, David, or with my three grown sons, Derek, Bennett and Luke. David and I have had a motto in our marriage that cuts through any issues that we face: Do each other every good. When I practice that motto in my Arbonne business, everyone wins.

In September of 2005 — after taking a year off from my previous position as an office manager in a birthing center — I took a major leap of faith and ordered business cards and started my Arbonne business. I did not actually believe I could be a businesswoman, so the business card purchase was very significant. When I purchased those cards — and it was not a major purchase, mind you — I felt like I had jumped in with both feet and I have not looked back since.

Arbonne came into my life when my sister, ERVP Cindy Wojtowicz, lovingly shared the products with me back in 1999. I became an Arbonne Independent Consultant so I could get the products I loved at a discount. Sound familiar? I had no intention of ever selling skin care. Periodically, Cindy would suggest I do this as a business, and I would tell her in no uncertain terms that this type of work was not for me. I held firm to that belief until the fall of 2005. At that time, Cindy was in qualification for RVP so I supported her by having a party. The response was so positive that I began to wonder what



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was blocking me from joining her. I realized it was a lack of confidence and an inability to dream. I was about to turn 50 years old and it seemed ridiculous to me that I still held these beliefs about myself. It was time to step out of my comfort zone and grow in new ways. David has faithfully provided for our family for 27 years, and I decided it was time I helped out financially, so we could choose a new life after 50.

I began, though very shyly, to call almost everyone I knew, telling them what I was doing and asking if they would be willing to try the

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Jenny and David with sons, Derek, Bennett and Luke.



Jenny with sisters, Cindy and Janice; ENVP Neta Irwin and DM Deb Schwendler.



ACTnow Orlando.



success strategy:

“Maintain consistent activity and hold the outcome lightly.”

products. I hardly spoke to anyone about the business. I wanted to first see if they would still like me after I asked them to try the products. Well, they tried them, liked them, wanted them and soon I was wondering why I felt so embarrassed. What I did then, and still do today, is stay in activity. Every day I work my Arbonne business in one way or another. I would like to say that if I had it to do over again, I would share the business right from the start. Still, I do not have regrets about beginning the way I did, since I now realize that I needed to build my confidence slowly. I needed to see that people loved the products as I did. Now, my belief in this company, the products, our industry, and myself as a capable person is so strong, I feel proud to share the opportunity with everyone.

To ENVP Neta Irwin: Ever since I met you at Cindy's car presentation in December of 2005, I knew immediately there was something very special about you, something I sensed from the moment you spoke. Thank you for sponsoring Cindy and for being such an incredible mentor in business and in matters of the heart. You have loved and supported my team in ways too numerous to mention. To my sister, ERVP Cindy Wojtowicz: What a blessing it is to be able to work with my "little" sister. Thanks for your wisdom, laughter and bloneness!

To my first business builder, Christine Lewin: Thanks for moving past your reluctance by trying our products, falling in love with them and then sharing them with your customers. I am blessed to have your loving support and incredible enthusiasm. To AM Laurie Curtin: You got it right away. In fact, you understood and got excitement about the opportunity before I did. You display such joy and excitement in every cell of your body. I have a lot to learn from you about playfully rejoicing. To EAM Delana Fiadino: I will never forget my first phone call to you. I just wanted you to try the products first, before I told you about the business. But no, you would not let me off the phone until I told you everything ... and this continues today! I love talking to you three times a day.

Our combined teams are family and I wish I could say something special about each and every one of them. To AM Patty Liberati and DMs, Barbara d'Amato Odhner, Rachel Latta, David Childs, Amanda Childs, Martha Childs, Mary vanZyverden, Sunna Frost, Brin Burnham, Hung Park, Ji Park, Erin McQuiston, Monica Haldeman, Shannon McBryan,

An "Opportunity" Presentation with ENVP Neta Irwin.



Members of Jenny's team at her Mercedes-Benz car presentation.

Nancy Hannon, Kelli Hannon, Maureen Bielecki, Maryanne Ravally, Michelle Turiello, Lynn Turiello, Maria Martinez, Megan Meehan and Katie Scott: I appreciate you all so much and you truly are the heart of this business!

To all those in qualification for District Manager: Thanks for joining our team and trusting in the process. Have fun building your new businesses! It is a journey worth taking and we are here to take it with you.

To the Arbonne Home Office staff: Thank you for all the inspiration, training, laughter and love you show us every day, and especially at NTC and ACTnow.

Finally, David, my precious husband, I cannot imagine doing this without you. You have trusted me and taught me so much about business and relationships. It has been so much fun to see you lit up about Arbonne, even at times when I had my doubts. And to Derek, Bennett, Luke and Meray: I love you all!

The Jenny Childs Region.



Members of Jenny's team.

