

## OWN IT IN ORDER TO SUCCEED

For 25 years, I owned and operated a performing arts school which taught all forms of dance, as well as vocal and instrumental music. The students were the light of my life. Teaching young people was a rewarding experience. My husband called it my charity work because I could not seem to make very much money. When I retired from my studio work, my next career was as a full-time real estate agent. My dad was a real estate broker and wanted someone to join him, so I did. In my life, teaching had been a wonderful part of my self-development and source of enjoyment. To my amazement, that is a big part of what Arbonne is, too. It is telling the Arbonne story, teaching about the pure, safe, beneficial products and sharing the opportunity of a lifetime.

My journey with Arbonne began nine years ago when my daughter, ERVP Jessica Jones, announced she was not going back to the dermatologist. I panicked. She was in her 20s and definitely had a mind of her own. At the time, I knew ENVP Sharon Metzgar. I ask her for advice and inquired about the new skin care products she was selling. Jessica tried the products and had amazing results. Her friends began to notice and wanted to buy the products, too. Since Jessica was placing so many orders for her friends, she decided to become an Arbonne Consultant. Sharon helped Jessica get started and because it was natural for a mother to want to help her child, I became Jessica's first sponsored Consultant. Although we worked little at building the business, I used the products. My home was definitely "Arbonnized!" Even though we built our businesses slowly, I became a District Manager, and signed up a few friends who enjoyed the products as much as we did.

My daughter and I continued to sell real estate for my father's company. We worked hard and did quite well. One day, Sharon told me that ENVP Euphiazene Linder was ready to buy a house. I called Euphiazene and became her agent. I enjoyed being with her through every step of the process. Occasionally, her sister, President Rita Davenport, would



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go house hunting with us. She and Euphiazene "dripped" Arbonne on me. They knew exactly what to say to me to make me take another look at this tremendous opportunity. I will never forget the day I found out about the potential financial rewards Euphiazene was enjoying. I was flabbergasted! As Rita always says, "Money is not everything, but it is right up there with oxygen." I saw how well Euphiazene was able to do and have what she deserved, and I wanted an opportunity to have the same chance.

One of the next real estate calls I got was from my dear friend, Sharon. Sharon said, "I am ready to buy a house and I want something really nice." I ended up helping Sharon find a Tuscan villa. Here before me were two examples of wildly successful Arbonne leaders who invested in their businesses and reaped the rewards, many times over. That spoke volumes to me. Suddenly, I began to wonder, "Could I do this?"

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Jody with husband, Paul at a Mercedes-Benz car presentation.



Jody with husband, Paul; daughter-in-law, Leigh Ann; son, Jason; grandson, Jack; son-in-law, Brett; daughter, Jessica and granddaughters, Clare and Campbell.



Jody with President Rita Davenport and ERVP Jessica Jones.



## success strategy:

“ Focus and take this business seriously. ”

After all, I am a hard worker and enjoy working if it is fun and I can help someone in the process. Throughout my life, I have engaged in a variety of professions, from selling makeup in a retail environment and teaching school, to owning a dance studio and working in real estate. In each career, I have always asked myself, “Am I helping people in some way?” It was natural that my first question when I was considering a career with Arbonne was, “Can an Arbonne business fill my desire to help others?” I quickly found out the answer. Through my Arbonne business, I could teach people about a healthier way of life and offer an opportunity that would impact their future!

The Arbonne products produce results, and Arbonne people are the most uplifting, positive people I have ever been around. Believing in the company, products, the pioneering leaders, your crossline business partners and your SuccessLine is so important to becoming successful. Last fall, I restarted my business and re-dedicated myself to moving forward after attending a lunch with ENVP Sharon Metzgar, NVP Michael Anderson and AM Kim Blanks. At that lunch, Michael told me something that turned my situation around. Referring to my business difficulties, he said, “You are not owning it.” He was right. I was playing at Arbonne. I was an Arbonne undercover agent. I will tell you, when I began to own it, things started to happen. When I began to focus and take Arbonne seriously, treating it like a business, the achievements were amazing. In Arbonne, you are in business for yourself, not by yourself. I am eternally grateful to some of the people who have helped me reach my dreams.

To President Rita Davenport: Thank you for your inspiration. To my wonderful upline, including ENVPs, Euphiazene Linder, Carol Waugh and Sharon Metzgar, as well as ERVP Jessica Jones: Thank you for the confidence you gave me. To my crossline mentors, NVP Michael Anderson, ENVP Tina Angus and ERVP Cindi Larson: Thank you for inspiring me. To ENVP Sharon Metzgar: Thank you for always believing in me.

To my dear daughter, ERVP Jessica Jones: Thank you for encouraging me and never giving up on me. To Area Managers, Kristen Hooper, Vikie Sullivan and Tammy Kearney: Thank you for your hard work and support. To my wonderful daughter-in-law, DM Leigh Ann Corley: I am



Jody with NVP Michael Anderson, ENVP Euphiazene Linder and ENVP Sharon Metzgar.



Jody with ENVP Sharon Metzgar and ERVP Jessica Jones.

so proud you worked your heart out and made Area Manager the month we went Region. To DM Tracy Baker: Congratulations on completing first step qualification for Area Manager. To all my District Managers, Consultants and Clients: Thank you for supporting me.

To my wonderful son, Jason Corley: Thank you for keeping me straight on the compensation plan. To my dear son-in-law, Brett Jones: Thanks for being our numbers guy. To my parents: Thank you for teaching me how to keep a positive attitude in my heart. To my wonderful husband of 40 years, Paul: Thank you for always being there with encouraging words and for exemplifying more patience than any man I know.

I could not have achieved so much without divine guidance and the efforts of my fabulous team. I feel so blessed and hope to be a blessing to others through Arbonne. I want to leave you with one of my favorite inspirational sentiments: It is never too late to be what you might have been.



Jody with EAM Kristin Hooper, AM Tammy Kearney, AM Vikie Sullivan, DM Leigh Ann Corley and DM Tracy Baker.



Jody with her team and new Mercedes-Benz.