

A close-up portrait of Janet Elliott, a woman with voluminous, wavy blonde hair, smiling warmly at the camera. She has bright blue eyes and is wearing red lipstick and small, dark, square-shaped earrings. She is wearing a black turtleneck sweater. The background is a solid, dark teal color.

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EYE ON ARBONNE

INDEPENDENT CONSULTANT,  
NATIONAL VICE PRESIDENT

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JANET ELLIOTT

# BELIEVE IT TO BE IT!

Independent Consultant, National Vice President  
Janet Elliott Nation; Indianapolis, IN

I was introduced to Arbonne two years ago. I was actually a lead ... I dialed 1.800.ARBONNE. I had been battling with severe eczema and my sister introduced me to some products she had bought from a flight attendant at work. (The first lesson for Consultants to learn: Label every product that leaves your hands). I had tried the NutriMinC® RE® body products and could not believe the difference. My skin actually began to change overnight. Little did I know that my life would do so as well!

Arbonne sent me ERVP Chris Robinson; she had no idea what an incredible impact she was going to have on me. Having obtained a B.A. degree in political science I had worked in the legal field for years. Completely dissatisfied with my job, I changed careers to flight attendant. I had been with a major commercial airline for nearly 10 years when Arbonne found me! I absolutely loved my job. I traveled to and from Europe four times a month! I never thought I would do anything else ... I loved people and I loved to fly. However, my life drastically changed when I had my first child. Although I loved being home with Victoria, I felt a huge void in my life. Something was missing ... something for me. I began to search for something "fun to do" part time. When Chris came to my house to sell me Arbonne, she said the most unexpected thing as she was leaving, "You should think about Arbonne, you would be so good at it." I could not believe it ... I did not believe it. Maybe she could do this, but I did not think that I could. But, as we Arbonne Consultants say, she had *dripped Arbonne on me*. I lay awake thinking about her words ... here she was, a complete stranger, telling me she thought I would be good at what she did.

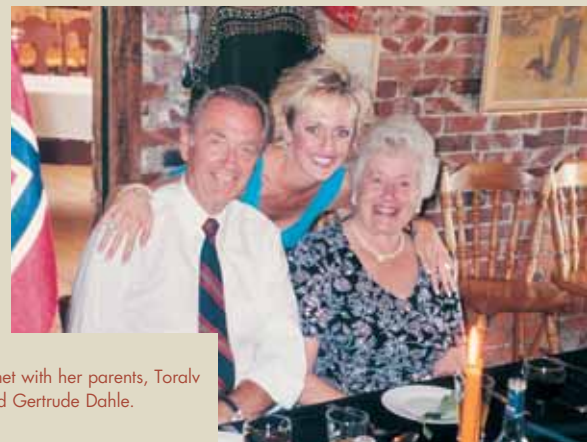
A seed was planted and I began to sell Arbonne, slowly. I struggled to get my business going. I had moved to Indiana for my husband, and not knowing anyone here but a handful of people, I had difficulty getting anyone to do Presentations for me. I decided just to *dabble* and buy at a discount and I did maybe one or two Presentations a month, if I was lucky. On December 1, 2002, I managed to promote to District Manager. I was terrified. I barely knew what District Manager meant, let alone how to be one. Just two weeks later I found out that I was pregnant again, unexpectedly. That was a shocker for me as this meant that I would not be returning to the airlines anytime soon and would be losing all of my medical benefits. In the greater scheme of things, I was wondering how I was ever going to be able to return to work and put my two beautiful babies in the hands of a stranger while I traveled out of the country. I was going to miss out on their lives.



Janet's Why: Her two children, Victoria and Max.



Janet with her husband, Brian.



Janet with her parents, Toralv and Gertrude Dahle.



L-R: Janet with her sisters, RVP Betty Kissell and Teresa Detwiler ... with fellow Norwegian, Arbonne Founder Pøter Mørck!



Janet with her upline. L-R: ENVPs Donna Weiser, Nancy Wilcox and Sandra Tillinghast.

I still did not *believe* in Arbonne. It wasn't until NTC 2003 Nashville that I made my decision. That single event changed my entire way of thinking. No more excuses. I realized it was *me* who was holding *me* back; no one else was to blame. I was more afraid of failing than I was excited for success. I had to make the decision to do this with my whole heart, or not at all. I was in awe of the incredible women I met and listened to. I prayed for God to give me a sign as to what I was supposed to do ... He did ... for the very next thing I heard was Rita Davenport say, "Put God first, then family, then Arbonne," that was the signal I was waiting for. I came back home with a dedication and determination that I was going to make this work ... and I did. One day at a time, one step at a time. What changed? Me, I now believed!

This has truly been a blessing. I thank God every day for the gifts it has brought my family, and for the opportunity it has given me to touch other lives as well. My husband and I went on the incentive trip to Cancún this year and I have never had a vacation like that before! I want to share a piece of my trip with you as I hope it will help you better understand your own Arbonne journey:

While in Cancún, my sisters and I went on a one-day excursion to swim with the dolphins. It was the most incredible experience of my entire life. At the exhibit, I had to wade down into ice-cold water where I could not see the bottom. I had no idea what obstacles were below the surface waiting to get in my way. I was commanded by the dolphin trainer to swim way out into the ocean by myself. I am very uneasy in the ocean (I still believe in "JAWS") and had to really talk myself through it. It was completely out of my comfort zone. I kept turning back to the trainer asking, "Is this far enough?" He kept telling me no ... that I could go farther. Once I was there I turned around to face those on the ledge hanging onto the fence watching what I would do. I felt that at any moment, I might fall under and I clung tight to my life vest. The waves kept crashing all around me, and at times I could not see. I was putting my complete faith in this trainer and the two dolphins

he sent out to retrieve me. All of a sudden I felt them below me, ever so gentle. All I had to do then was stay focused on where I was going and keep my legs straight so that we could move forward together. Up out of the water we all rose. It was exhilarating! When I reached the ledge I was speechless. What an amazing experience. This is just like Arbonne ... here I was joining a business I knew little about. I put my faith in my upline, although I was terrified of the things they were asking me to do ... call people, do Presentations and step up to be a leader. They kept telling me I could do it, go just a little further, and so I did.

There are times in your business when things are great and other times where you feel you are sinking. Things get in your way. You cannot always see where you are going. Then, all of a sudden, you feel something give you a little nudge from behind ... maybe it's a friend ... maybe it is a great Presentation ... maybe it is the two new people you just sponsored into the business. But suddenly you find yourself moving toward that goal, you know exactly where you are going ... straight to the top!

It is on purpose that I named my team, the True Believers Nation ... I believe in God and I believe in myself. In order to *be* something, you must first *believe* you can. Faith is believing *before* seeing.

I am completely humbled by the amazing people who have made such an impact on my life. First, thank you to God for blessing my business. I only hope that I completely emulate You in all that I do and in those that I reach!

Thank you to my family: You are the rock on which I stand. To my parents, Toralv and Gertrude: You believed in me before I ever believed in myself! I love you with all my heart! To my "big sisters," RVP Betty Kissell and Teresa Detwiler: I am honored to have you alongside me

*continued ...*

Janet and her upline ERVP Chris Robinson and ENVP Nancy Wilcox after the 2004 Parade of Champions Ceremony.



## success strategy:

“ I believe in myself and in the Arbonne opportunity, and I help others do the same. ”



Some of Janet's team at NTC 2004 Texas.



Janet's first RVP Heather Jones with her team.  
**BOTTOM, L-R:** AM Milydia Wright and RVP Heather Jones.  
**TOP, L-R:** EAM Michelle Welsh and AM Michelle Peters.



Janet's team at the ASAP Cancun 2004 trip. **L-R:** AM Lynda Thies, AM Liz Hovelsrud, Janet, EAM Colleen Krebs, RVP Betty Kissell and EAM Barcia Alejos.

on this journey (I have to say it ... I told you so!). To my brother, Dr. Thom Dahle: Thank you for being more ... for being my friend. To my mother-in-law, Jeanie: You are the best assistant I could wish for!

To my husband and AM, Bryan: You are my friend, my partner and my love. It is because of your support that I am where I am. You believed in me and would not let me give up, even when I wanted to. For all the sacrifices you have made ... the late night wake-up calls to talk about Arbonne, for all the Arbonne deliveries you have gone on, the tears you have wiped away, the joy you have helped celebrate ... thank you will never be enough. I love you!

To my two babies, Victoria and Max: You are my *Why*, my reason for being. You are my angels!

To my incredible upline, *no one* would be here if it were not for each of you. To ENVPs Sandra Tillinghast and Donna Weiser: Thank you for your infinite wisdom and generous spirits. To ERVP Sally Hallada: Thank you for providing me the turning point of my business. Your words at NTC are what I have held next to my heart to keep me going. To my dolphin trainer, ENVP Nancy Wilcox: Words will never be enough to express the gratitude and feelings I have for you. You reached down and pulled me up, you showed me the way and kept me going. To my special friend, ERVP Chris Robinson: You truly were heaven-sent. You did not let me quit, even when I wanted to. You helped me to believe!

To my incredible team ... you are the wind beneath my wings! To my first RVP, Heather Jones: I am so proud of you. To my RVPs-in-qualification, Dana Huston, Betty Kissell and Colleen Krebs: You are almost there! To all my AMs Barcia Alejos, Lynda Thies, Shelly Long, Helen Hedrick, Michelle Welsh, Tiffany Panchula, Sabrina Jensen, Dodie Carothers, Michelle Peters and Liz Hovelsrud: It is your turn

next! To my DMs and my entire team of Consultants: I thank God each and every day for all of you. I am humbled by your greatness. If I had to choose between the money I make in Arbonne and all of you, I would give the car and paychecks all back tomorrow. This business is all about relationships and I am overcome with emotion when I see the incredible people you all are. I believe in each and every one of you!

Finally, to Petter, Rita, Stian and Candee: Thank you for providing the vehicle to take us to our dreams. And to VP Support and the rest of the Home Office staff: You are the true NVPs of this company! Thank you for all that you do.

Let me leave you with one final thought: Champions do things out of the necessity for success; when one quits he or she may never know how close he or she was to reaching success. It may only be five short minutes away.

In April of 2003 I was a struggling DM with two people under me. I was seriously thinking about giving up and would have had it not been for the strong support of my upline. In May, I went into AM qualification and in September (just four months later) I went into RVP qualification. Now, less than a year after, I have a Nation.

What if I had quit? Think about it ... I would have been five minutes from my dreams. ENVP Nancy Wilcox and ERVP Chris Robinson were DMs when I started with Arbonne. What if they had quit? The person who sponsored ENVP Donna Weiser did quit. Where would she have been had she not ... five minutes away from success!

If you do not try, you will never know. Take a chance on yourself. It will be the best return on your odds that you will ever get. All you have to do is *believe!*



Janet's True Believer's Nation.