

## EMPOWERED PEOPLE EMPOWER OTHERS

My Arbonne journey began with some wet washcloths. Once I put the amazing NutriMinC® RE<sup>9</sup> line products and masques on my face and saw the immediate results, my reaction was, "This is incredible!" I looked at the row of orange bottles and thought, "How could a system of products improve my skin so quickly?" Talk about an instant sale! I wanted to get my first set of products right away, but I had to be patient — it felt like "torture" — and wait for them to arrive in the mail.

I drilled my sponsor, RVP Jana Good, constantly for two days about every phase of the business. I glanced at her calendar to see how much she really worked for the income she was making, and the Mercedes-Benz she drove. On her calendar she had written "facial," a few days later, "Presentation;" many days had "gym" scheduled and almost every day she had written "beach-walk." I also noticed one day she had a business meeting scheduled, along with a lunch appointment and a massage mixed in. It did not take a rocket scientist to figure out why a smart lawyer like Jana was no longer practicing law.

I went directly from testing to commitment. I knew, with an inner knowledge, that Arbonne was what I needed, or rather, something I did not even know I needed. Here I was, with lather on my face, realizing that someone who had the courage to share the products and business with a complete stranger, had dropped an incredible opportunity in my lap. This changed my life!

I believe we can reinvent ourselves several times. You can be trained in one field, work in another and yet, choose a third — when we change careers, we lose nothing and "our soil" is all the richer for it! I graduated into aerospace engineering and worked at NASA for almost 10 years. Then, I left that career to pursue a newly-found



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interest in classical fine art — painting — training full time with a vengeance in New York City. Now, as an Arbonne Consultant, I set up distribution teams all over the country for what I believe is the best skin care line on the planet!

My experience leading a multi-million dollar aerospace research team, as well as the focus, drive and passion I developed while painting, have all prepared me for my Arbonne career. As a result, I am creating my own lucrative business with focus, drive and passion. The results continue to be a potential paycheck, huge personal development, added confidence and poise, a growing assurance in public speaking and a host of new colleagues and friends.

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Part of the NY and CT team: Arie Thompson, Kristin Walton, Jackson Espey, Julia Espey, and Carla Wales.



Julia with son, Jackson.



## success strategy:

“Decide, commit and create a fire and then walk through it.”

What other business allows you to build it once, for a concentrated period of time, sustain it a little and watch it grow; and provides you with a potentially nice monthly income while you do something else? This is what I figured out almost immediately during my one-on-one business Presentation. Once the Arbonne business is developed enough, it has the potential to sustain my son and I quite nicely on a potentially corporate plus, plus income while I paint full time again, and prepare for a one-person gallery show. How perfect is that?

I still paint several days a week, and do Arbonne the rest of the time. And, now I drive a really nice car, especially for an artist! But, most importantly, I take days off when my son needs me. He goes to work with me and colors with crayons at my feet while I give Presentations, or conduct coaching visits. He is included in my business because it is our business; I work it, push it and drop it according to our needs.

There may be better alternatives out there, but I sure have not found them yet. Once you commit, launch yourself into activity, re-commit, learn some skills and then re-commit again, this business is actually very simple. Share the product — share the business. Everyone who has skin qualifies to be blessed by Arbonne.

A successful team must be comprised of victorious individuals. Every day, I make sure my team members know each one of them is “victorious.” I believe the commitment to succeed is closely tied to the thoughts and expectations we hold first about ourselves. It is not self-ish or egocentric to believe you can succeed. Empowered people empower others. Loving people love others. Successful people breed success. Know your success, and then walk in it.

Together my team members and I are a victorious team and family. The Julia Espey Region includes the following amazing individuals: AMs, Art Kestler and Gary Kestler; DMs, Carla Wales, Kristin Walton, Barbara Shapokas, Karl Taglier, Sandra Sparks, Evette

Julia and some of her team shopping for her new Mercedes-Benz.



L-R: ERVP Jerry Conti, ERVP Jana Good, Julia, AM Art Kestler and ENVP Sandra Tillinghast at NTC 2005 Las Vegas.

Casino, Arie Thompson, Kendall Klingbeil, Debbie Resly, Shery Clough, Alex Goldberg, Jenny Dewer, Tina Pirazzi, Kisha Edwards, Jena Allison and Alison Bristow; and many other Consultants and Managers yet to come.

To Jana Good and Jerry Conti: Thank you for always giving 120 percent. You two practically provided me with a Ph.D. in Arbonne and network marketing. To Sandra Tillinghast: I appreciate you for your beauty; you are an awesome role model. To Cathy Epperson, Linda Heffner and the Kentucky teams: Thank you for being the “spirit” of Arbonne. You are always open, loving and personally inspiring.

To everyone at Arbonne: Thank you for giving my son and me what I did not know was possible, even in my dreams.

You will be given times of extraordinary opportunity, and you must seize them. My wish for each of you is to “seize” the Arbonne opportunity and make your life a part of a team. Your self-worth and expectations must be independent of immediate results. You must declare, “I am victorious” every day, during every Presentation, every meeting and with every phone call. With this mental climate, you will accomplish every honest goal.

Julia with her “Arbonne parents”, Jerry Conti and ERVP Jana Good.

