

BELIEVE IT WILL HAPPEN FOR YOU

I always dreamed of a life where I could stay home with my children, and still have a rewarding career that would allow us to sustain the lifestyle we were accustomed to. Who knew that my friend, NVP Shanel Maragos, was carrying that dream home with her from Oklahoma, less than one year ago? I remember the telephone call from Shanel like it was yesterday. She knew I was business-minded and always seeking out a great opportunity. I had 22 years of experience in the financial industry and had been involved with another network marketing company for about three years, with moderate success. Shanel was to the point. She wanted me to join her team and start my own Arbonne business. Even I had to admit it sounded like a great opportunity, but the timing was horrible. I had experienced a very upsetting year. For 12 years, I had been a successful corporate vice president. On February 28, 2005, I unexpectedly faced a decision that forced me to resign my position with the company. Within one day, I did not have a job or health insurance. I was not financially free and did not have a plan B. Thankfully, on March 1st, I received a call from a company offering me a partnership position. After much thought, I chose to accept the offer and went into business April 17, 2005.

Even though I was relieved to be employed again and had more flexibility with my job than most people enjoy, I still had a nagging desire to be home with my children. Carson, 13 and Quinn, 10, are involved in so many extracurricular activities which I wanted to be a part of. More than ever, I felt I needed to be home for them after school. As much as I wanted those things, I did not know how I could invest in yet another business and actually find the time to work it. I informed Shanel that the Arbonne business was not going to work for me at this time in my life, but I was willing to try the products. She then introduced me to the NutriMinC® RE® skin care set.



janel fuchs

Independent Consultant, Regional Vice President
Janel Fuchs Region; Minot, ND

After using only the wash, I knew it was better than anything else I had ever tried. Even though I loved it, I was stubborn and wanted to wait to purchase the set until I ran out of what I was already using. I did, however, agree to purchase the acne line for my daughter and became a Consultant.

Shanel still had other plans for me and she was persistent. To this day, I thank her for being such a great friend and not giving up on me. After three other attempts at trying to get me to listen to the opportunity, she called me in October. ENVP Trish Schoonover was coming to Minot to give the "Discover Arbonne" Presentation. Shanel invited me and stated she would give me a NutriMinC® RE® anti-aging skin care set just for attending, but I had to stay from start

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Janel and her family enjoying their new Mercedes-Benz convertible.



Janel with her family, Scott, Carson, 13 and Quinn, 10.



Janel with DMs Wendy Trappen and Destiny Keller and guests at their National Meeting in Minot.



success strategy:

// You must first believe
in order to see. //

to finish. The offer, of course, was pretty enticing and she was confident that once I heard the Presentation, I would want to get involved with the opportunity. About a week later, after much thought, I called Shanel to find out more. I felt so uneasy about letting this opportunity pass me by, but wondered how I would find time to do this business, and do it right? She told me short-term sacrifices would bring long-term rewards. She was right. I dove in and stayed focused on the activity. I chose to do the Arbonne REsults™ reach out method as it fit my busy lifestyle. I was very passionate about what this opportunity offered and refused to let other's negative perceptions get me down. I found that the Arbonne Learn & Burn™ trainings are so motivating and Arbonne University is educational.

I set my goal to promote to RVP by the spring of 2006. Our team had great momentum and my upline was with me every step of the way, making sure I got there. I reached that level on May 31, 2006. My dream of working from home came true on July 7, 2006. I never thought I would see the day I could work my business full time from home. My upline consistently reinforced that believing is seeing. You have to believe it will happen for you. Focus on your goal and no matter what, make it happen.

One of the main things I try to stress to my team is when you are meeting with a prospect, remember it is all about that individual. Do not assume who might be interested in the product and business. Let that person decide if it is for them. Make it about them, not you. Remember hearing those "nos" is getting you closer to that "yes." Your Ace may be just around the corner. What a phenomenal opportunity this is to be in charge of your own business.

I have so many people to thank for making this journey worthwhile. First of all, to my husband, Scott: I know this was not easy, but I am so glad you became my biggest supporter. You have always believed I could do anything I set my mind to. Thank you so much for everything you do. To my daughter, Carson, and my son, Quinn: I know how often I was out of town during those two months of qual-



NTC 2006 St. Louis. L-R: Drew Parlett, AM Aisha Vadell, NVP Shanel Maragos, Nell Kippen, Janel and DM Brenda Luck.

ification for Region. You completely understood that short-term sacrifices would allow me to be a full-time mom to you both. Knowing this, you rose to the occasion and chipped in with whatever I needed to make that a possibility. Without your support, I never could have done this. I love you all more than you know!

To my incredible team: This all was possible because of you and your belief in this wonderful business. Thank you for catching the vision. To AM Aisha Vadell and DM Brenda Luck: You are awesome. I have watched you grow into tremendous leaders and you have made me so proud. RVP is around the corner. To AMs Josie Shaw and Jenna Neugebauer: I am so happy to have you both on my team. You are leading a young progressive team and your dreams will come true. To DMs, Jodi Gefroh, Melissa Gefroh, Libby Grothier, Valeska Hermanson, Kari Trappen, Wendy Trappen, Destiny Keller, Lorell Seibold, Paula Polasky, Carrie DeFoe, Amy Stenvold, Angie Rostad, Peggy Buri and Mary Henne: Thank you for all of your hard work. I am so anxious to see your businesses grow. It is so worth it! Last, but not least, to all of the Consultants on my team: Your support means the world to me.

I am filled with gratitude for the blessing of this wonderful opportunity. Now, I know that one must first believe, in order to see.

BACK, L-R: AM Lorell Seibold, DM Brandi Kaelberer, AM Aisha Vadell and Janel. FRONT, L-R: DM Candy Demschuk, DM Melissa Gefroh and AM Josi Shaw.



A National meeting. TOP, L-R: AM Lorell Seibold, DM Brenda Luck, AM Aisha Vadell, Robin Kaelberer, DM Brandi Kaelberer, DM Shian Kaelberer and Karen Seeger. BOTTOM, L-R: Tammy Miller, Marcia Smith, DM Destiny Keller, Janel, DM Angie Rostad and Roxanne Wolding.

